

Message Text

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PAGE 01 BONN 13336 230957Z

21

ACTION COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 CIAE-00 INR-11 NSAE-00

RSC-01 INRE-00 SSO-00 DRC-01 /025 W

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O R 230949Z AUG 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC IMMEDIATE 4578

INFO AMCONSUL FRANKFURT

LIMITED OFFICIAL USE BONN 13336

E.O.11652: N/A

TAGS: BEXP, GW

SUBJECT: MAJOR PROJECT: TARK AIR TRAFFIC CONTROL SYSTEM

REF: (A) STATE 183182; (B) 183407

1. EMBASSY UNDERSTANDS THAT EARLIER IN THE YEAR THE FRG ADMINISTRATION FOR AIR NAVIGATION SERVICES (BFS) WAS CONSIDERING UPGRADING ITS PRESENT ATC SYSTEM (DERD) BEFORE MOVING TO THE NEW TARK SYSTEM. THE FRONT-RUNNER FOR A CONTRACT ON THE IMPROVED DERD SYSTEM AT THAT TIME APPEARED TO BE TELEFUNKEN IN CONJUNCTION WITH RAYTHEON. OUR IMPRESSION WAS THAT THE BFS' THINKING WAS INFLUENCED BY THE NEW CHANCELLOR'S POLICY OF BUDGET STRINGENCY COUPLED WITH THE NEED TO EXPAND THE CAPABILITIES OF ITS EXISTING SYSTEM IN THE SHORTEST TIME POSSIBLE. THIS INFORMATION WAS DEVELOPED IN THE COURSE OF EMBASSY EFFORTS TO ASSIST RAYTHEON IN MAKING APPROPRIATE CONTACTS WITH THE FRG. THE EMBASSY WAS ALSO APPROACHED BY TEXAS INSTRUMENTS WHO WAS SEEKING A CONTRACT TO PROVIDE UPGRADED RADAR UNITS FOR USE AT MAJOR GERMAN AIRPORTS. WE, THEREFORE, BELIEVE THAT THE INTERESTS OF RAYTHEON AND TEXAS INSTRUMENTS SHOULD BE CONSIDERED WHEN PASSING INFORMATION TO OTHER, POSSIBLY COMPETING, US COMPANIES.

2 WE ARE CHECKING WITH THE BFS TO DETERMINE THE
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PRESENT STATUS OF ITS ATC IMPROVEMENT PROJECTS AND WILL

REPORT FURTHER. WE SUGGEST COMPANY REP CITED REFTEL BE
ADVISED TO MAKE THE EMBASSY (COMMERCIAL AND TRANSPORTA-
TION POLICY UNITS) HIS FIRST POINT OF CONTACT IN
GERMANY.
CASH

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NNN

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